

## TENA® Ripplenomics in Action—Positive Benefits Throughout the Facility

|              |   |
|--------------|---|
| <b>COST</b>  | <ul style="list-style-type: none"> <li>• Less Laundry Costs: Cloth Underpads, Linens</li> <li>• Less Glove Usage</li> <li>• Less Costs for Skin Treatments – zinc/petroleum ointments and barrier creams</li> <li>• Less Waste/Lower Change Rate</li> </ul> |
| <b>CARE</b>  | <ul style="list-style-type: none"> <li>• Less Skin Breakdown</li> <li>• Less Daytime Sleepiness</li> <li>• Less Combative Residents</li> <li>• Less Potential for Survey Citations</li> </ul>   |
| <b>STAFF</b> | <ul style="list-style-type: none"> <li>• Less staff time changing wet beds, clothing</li> <li>• Less staff stress. More time for other care activities</li> </ul>   |

### Qualifying Key Questions for Incontinence Care

- Do you have a change rate of over 5 for absorbent protection products?
- Do you use reusable products?
- Are you open to air at night?
- Do your Residents have a high incidence of UTIs?
- Do your Residents have skin breakdown in the perineal area?

*If the answer is "yes" to any of these questions, contact your SCA TENA® Representative about developing your own case study!*

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Better Care. Lower Total Costs.

# THE SIMPLE GUIDE TO

Ripplenomics: Integrating Improved Clinical Care with Positive Financial Outcomes

Understand the Positive Impact of a Quality Product Choice



Better Care. Lower Total Costs.

# Ripplenomics: Incontinence Product Choice is More Than a Price Per Piece

## TENA® Ripplenomics

Even in this challenging economic environment, there is opportunity to achieve greater efficiencies while implementing continuous improvements. The right incontinence management partner can have positive “Ripple Effects” on your facility, integrating quality clinical care with positive financial outcomes. **We call this TENA® Ripplenomics!**

Product choices have both a direct and indirect impact on many areas within a facility



Decisions made today create the Ripple Effects of tomorrow



## Ripplenomics Case Study: Facility Details

### Actual Nursing Home

#### Current Incontinence System:

Lower Quality Absorbent Products

#### Demographics:

Beds 100  
 Census 90  
 Incontinence Census 80

#### Objectives:

- Reduce Total Spending
- Improve Resident Skin Conditions
- Improve Image by Reducing Odor
- Improve Resident Wellbeing—A Good Night’s Sleep!

#### Proposed Ripplenomics Solution:

##### TENA® Premium Product Assortment

- Introduce high performing “Day” absorbent products
- Introduce high performing “Night” absorbent products
- Introduce TENA® Services Platform

## Ripplenomics Case Study Example

### Actual Nursing Home

### Yearly Spendings

|   | CURRENT PROGRAM  | TENA® PROGRAM         |
|---|------------------|-----------------------|
| <b>Absorbent Products</b>                                     | \$91,761         | \$87,337              |
| <b>Washcream</b>  | \$0              | \$13,140              |
| <b>Wet Wipes</b>  | \$0              | \$0                   |
| <b>Dry Wipes</b>  | \$0              | \$5,256               |
| <b>Barrier Creams</b>   | \$23,652         | \$2,365               |
| <b>Gloves</b>   | \$28,470         | \$17,082              |
| <b>Laundry</b>  | \$30,660         | \$27,594              |
| <b>Ripple Cost</b>  | <b>\$174,543</b> | <b>\$152,774</b>      |
| <b>Ripple PPD</b>   | \$5.31           | \$4.65                |
| <b>Ripple Savings</b>   |                  | <b>\$21,769</b>       |
| <b>Ripple Savings PPD</b>                                     |                  | \$0.66                |
| <b>Ripple Savings %</b>                                       |                  | <b>12.5%</b>          |
| <b>Work hours saved</b><br>(Redirect to value added services) |                  | <b>14,600 Hours</b>   |
| <b>Decrease in waste management</b>                           |                  | <b>122,640 Pounds</b> |

